

## Message Text

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DRAFTED BY ARA:GECHAFIN:MBB  
APPROVED BY ARA - MR. ROGERS  
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FM SECSTATE WASHDC  
TO AMEMBASSY CARACAS  
INFO USMISSION USUN NEW YORK

C O N F I D E N T I A L STATE 214395

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E.O. 11652: GDS

TAGS: PFOR, ETRD, EFIN, VE

SUBJECT: ASSISTANT SECRETARY ROGERS BILATERAL MEETING  
WITH PEREZ GUERRERO

FOR THE AMBASSADOR FROM ASSISTANT SECRETARY ROGERS

1. I MET WITH VENEZUELAN MINISTER FOR INTERNATIONAL  
ECONOMIC AFFAIRS DR. MANUEL PEREZ GUERRERO, SEPTEMBER 6  
AT THE U.N. DISCUSSION CENTERED ON THE SECRETARY'S SPEECH  
AND THE SEVENTH SPECIAL SESSION.

2. THE MINISTER RECKONED THAT THE SEVENTH SPECIAL SESSION  
WAS A STEP FORWARD IN THE EVOLUTION OF THE NEW INTERNATIONAL  
ECONOMIC ORDER. THINGS WERE QUOTE MOVING UNQUOTE. A  
POSITIVE MOOD PREVAILED WHICH CONTRASTED WITH THE CONFRONTA-  
TIONAL ATMOSPHERE WHICH HAD EXISTED AT THE SIXTH SPECIAL  
SESSION. HE THOUGHT THE U.S. HAD IGNORED THE SIXTH SPECIAL  
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SESSION AND HAD FAILED TO FORMULATE A RESPONSIVE POSITION.

THIS YEAR, THINGS WERE DIFFERENT.

3. THE SECRETARY'S SPEECH WAS RECEIVED WITH INTENSE INTEREST. IN PEREZ GUERRERO'S ESTIMATION, WHAT THE SECRETARY'S SPEECH INCLUDED WAS SIGNIFICANT BUT PERHAPS AS SIGNIFICANT WAS WHAT HAD NOT BEEN SAID. THERE WAS NO

DENYING THAT THE U.S. POSITION HAD CHANGED FOR THE GOOD. NEVERTHELESS, THE VENEZUELANS HAD NOT FAILED TO NOTICE THE QUOTE PEBBLES UNQUOTE THROWN AT THEM IN THE SPEECH -- AND PEREZ GUERRERO HAD RESPONDED IN KIND WITH HIS OWN. PEREZ COMPLAINED THAT ALTHOUGH WE ASSERTED THAT WE WERE AGAINST CONFRONTATION, WE DID CONFRONT. JUST AS THE CRITICISM OF THE VENEZUELANS AND THE OTHER OPEC COUNTRIES HAD BEEN UNFAIR IT WOULD HAVE BEEN UNFAIR FOR THE VENEZUELANS TO REMAIN SILENT. THE VENEZUELAN RESPONSE TO U.S. CRITICISM HAD MADE VENEZUELA POPULAR IN THE U.N. CORRIDORS.

4. I TOLD HIM THAT I THOUGHT THE SECRETARY'S SPEECH HAD BEEN FORTHCOMING. IT WAS PHRASED DELIBERATELY IN ORDER TO AVOID A TAKE-IT-OR-LEAVE-IT POSITION. THE U.S. POSITION WAS FLEXIBLE. THE SECRETARY DID NOT ANTICIPATE THAT OUR PROPOSALS WOULD BE EMBRACED WITHOUT FURTHER STUDY. I DREW ATTENTION TO THE PROPOSAL OF AN ECONOMIC SECURITY FACILITY FOR EXPORT EARNINGS, STABILIZATION AND THE GUARANTEE OF ACCESS TO CAPITAL MARKETS, STRESSING THAT ALTHOUGH THESE WERE NOT NEW SCHEMES, THE FACT THAT WE WERE PROPOSING THEM REPRESENTED A MAJOR DEPARTURE IN OUR POLICY TOWARD THE THIRD WORLD. IT ALSO MARKED A CONSIDERABLE VICTORY FOR LIBERAL IDEAS WITHIN THE U.S. GOVERNMENT.

5. PEREZ RETORTED THAT ALTHOUGH THE KISSINGER SPEECH SEEMED GOOD AT FIRST READING, CLOSE ANALYSIS REVEALED THAT IT WAS NOT SO FAVORABLE TO THE THIRD WORLD. IT LACKED AN INTEGRATED APPROACH TO COMMODITIES, DID NOT DEAL WITH INDEBTEDNESS AND FINESSED INTERNATIONAL MONETARY REFORM. THERE WAS NO ADVOCACY OF A MAJOR INCREASE IN RESOURCE TRANSFER. I REMINDED HIM HOW DIFFICULT IT HAD BEEN TO GET THE CHANGED APPROACH ON TIN, AND INDICATED THAT IT WOULD BE IMPOSSIBLE FOR US TO MOVE FURTHER NOW TOWARD AN

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INTEGRATED APPROACH TO COMMODITIES. PEREZ REMAINED CONVINCED THAT A PIECEMEAL APPROACH TO THE COMMODITIES QUESTION WAS NOT ENOUGH. HE SAID HE HOPED THAT THE U.S. WOULD NOT WAKE UP ONE DAY TO FIND THAT PRODUCERS HAD ALREADY TAKEN THE IMPORTANT DECISIONS, WITHOUT CONSIDERING U.S. INTERESTS.

6. I ASKED THE MINISTER TO PASS ALONG MY COMPLIMENTS TO

PRESIDENT PEREZ FOR HIS ROLE IN THE PANAMA CANAL ISSUE.

7. TURNING TO BILATERAL RELATIONS, HE SPOKE HIGHLY OF YOU, NOTING THAT YOU HAD TAKEN CHARGE FIRMLY AND QUICKLY. HE THOUGHT YOUR DEALINGS WITH HIM HAD ALWAYS BEEN CORDIAL AND SINCERE.

8. WITH REGARD TO THE PETROLEUM-NATIONALIZATION, HE THOUGHT THE U.S. GOVERNMENT WAS CORRECT IN STAYING REMOVED FROM THE SPECIFICS OF THE SETTLEMENT.

COMMENT

9. THROUGHOUT THE HOUR-LONG CHAT, PEREZ GUERRERO WAS UNUSUALLY CONTENTIOUS. THE U.S. POSITION AT THE SPECIAL SESSION PAINED HIM. HIS CUSTOMARILY HARD-HITTING ADVOCACY ON THIRD WORLD ECONOMIC DEMANDS SEEMED TO HAVE AN EXTRA CUTTING EDGE. HE IS REALLY PIQUED AT U.S. CRITICISM OF OPEC POLICIES. THIS, WE MAY ANTICIPATE, WILL ONLY REINFORCE HIS EFFORT TO "OPECISE" THE WORLD AT ALL COSTS AND IN ALL FORA. WE WILL NEVER PERSUADE HIM AND HE WILL NEVER ADMIT THAT WE ARE MOVING IN A MEANINGFUL WAY. NATURALLY, WE SHOULD DO ALL WE CAN TO MAINTAIN OUR RELATIONSHIP WITH HIM, WHICH IS CORDIAL AND RESPECTFUL, AND TO GIVE NO HINT OF OUR RESERVATIONS. BUT TACTICALLY, IN NEW YORK AND AT THE FORTHCOMING PRODUCER-CONSUMER DIALOGUE, OUR STRATEGY MUST BE TO ISOLATE HIM, AND HIS INSISTENCE UPON AN IDEOLOGICAL SOLUTION, IF WE CAN. KISSINGER

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